



Reynolds' Garage & Marine, Inc.
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REYNOLDS' IN REVIEW

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PRESIDENT'S PERSPECTIVE

With time comes change, it is inevitable. If you are unwilling to change, chances are you will not survive, especially in today's market. Since our establishment in 1859, a lot has changed but we continue operating every day with the anticipation and excitement of what tomorrow may bring.

Some decisions that we have made over time have been harder than others, some right decisions and some wrong decisions. Some of these changes are simply out of our control, like when Peugeot left the states in 1991! Yet we moved forward with Subaru and embraced the challenge.

Our latest transition is our decision to update our dealer management software system. After spending much of the last year researching our options, we decided to change vendors. Knowing that it would have been easier to stay with our current vendor, we switched vendors for improved efficiency for our customers and employees.

Each day is a little easier to navigate the new software, but there's still a lot to learn! We appreciate your patience with our staff during this transition and welcome your input on our daily operations. Hopefully, when we look back, this change will be a good one!

Sincerely,

Gary H. Reynolds'
Gary@reynolds1859.com

THEN AND NOW

We are quickly approaching our 150th anniversary in 2009. We would appreciate any historical photographs, articles and information you could share with us. We would also love any testimonials or stories about your experiences with Reynolds' Garage, old and new! We have already received some wonderful letters from customers and thank you for taking the time to write to us. Looking forward to celebrating with you all in 2009!



Pictured above, "Then", from left to right are Gary Reynolds, Leland Reynolds, Donald G. Reynolds and Studebaker Rep. Ed Grimshaw. "Now" from left to right are some of the 7th generation of Reynolds on a recent snow day enjoying Webkinz on Grandpa's computer. Julia Reynolds, Teddy Wayland and Laura Lee Wayland.



EMPLOYEE OF THE YEAR 2007: KEVIN WALTKE

Congratulations Kevin, the Reynolds' Garage and Marine Inc. Employee of the Year! Kevin works in our marine service department and is the only employee to receive this honor twice! (He was also employee of the year in 2001). Kevin is an extremely reliable and hard working young man who is willing to do whatever needs to be done! He enjoys the variety of tasks his job offers. He is involved in anything from boat show setups during the winter months, to detailing boats for delivery in the spring, to assisting Chris in the marina during the summer. Each day is another new adventure for Kevin. Thank you Kevin for your hard work in 2007!



-ESTABLISHED 1859-
REYNOLDS'

Garage & Marine, Inc.
Hamburg Cove, Lyme, CT

COBIA

SUBARU

G3Boats
A great catch!

YAMAHA
When you want the best

Ranger
BOATS

SKEETER
PERFORMANCE FISHING BOATS

TRY YOUR LUCK!

Go to www.Reynolds1859.com today and sign up to join our e-mailing list. You will automatically be entered to win one of two \$100 gift cards for Cabela's and LL Bean. The winner will be announced April 1st, 2008. This list will only be used for special service and sales offers, open house information and newsletters. Please note Reynolds' Garage and Marine does not share your information with anyone!

GREAT PROMOTIONS FOR BOAT BUYERS



Well the lakes are frozen and hunting season is over so the boat shows must be upon us. 2008 has begun with the best promotions we have ever seen in the boat industry. Yamaha has a program that offers everything from cash back on smaller models or up to 6 years of warranty on the larger motors, all the way up to our new 350 horsepower V-8 outboard. They have even given new boat buyers an extra \$500 to spend on accessories on select models. Cobia boats are offering rebates up to \$4500 on all models 19 feet and larger. Skeeter boats are celebrating its 60th anniversary with rebates up to \$2500 and apply to all models produced. Ranger's promotion includes a FREE custom boat cover, Ranger owner group membership, custom G. Loomis rod, Rapala tackle and fishing tools. Ranger boats are celebrating its 40th anniversary and have a few anniversary models that are sure to catch some waves. Interest rates have declined and with the new improved fuel economy of the new Yamaha engines your fuel expenses will actually decline. This means now is the BEST time to buy your new boat! Please check our website for up to the minute inventory and specials.

We hope to see you all at the Worcester fishing show, Hartford fishing show and Springfield sportsman show. If you miss us there please make a trip down for our fourth annual open house which will be two days this year. March 29 & 30th from 9-4pm, we will have Ranger pro Dave Wolak Saturday and Skeeter legend Harold Allen Sunday. There will be lots of free food and door prizes as well. Last year we had over 250 people attend and we hope to have more this year. Crystal Lake Tackle, The Fish Connection, and Tournament Force Tackle will all be on hand for your fishing needs. This will also be your last chance to take advantage of all the manufacturer promotions as they all end March 31st.

Any questions regarding our inventory, the boat shows or our open house feel free to call Al Cappy Jr at 800-899-0028.

KATHRYN'S KOLUMN

It is during these bitter cold days that I daydream of the warm spring days that April and May bring to Connecticut along with the many great local plant sales! Most of the plants sold at these sales come from the generosity of their members and their fertile well maintained gardens. This is a fantastic way for the beginning gardener to economically start a garden and for the experienced gardener to find something new and hardy. I love these sales, but I can identify the plants that often are not labeled. For those of you unable to identify perennials, I do not want you to fear the unknown plant and go home empty handed.

Here are a few of my own tips to assist you in your plant selection (especially with those unlabeled plants):

- Bigger is not always better. A smaller plant survives the transplant better and I recommend removing 1/2 the foliage to reduce the stress on the plant and promote root growth.
- Step back and look at the shape and size of the leaves on the plant. A plant with big leaves usually requires some shade and often full shade. Smaller foliage indicates a sun loving plant more often than not.
- Look at the pot, does the plant look like a clump or a spreading mass. Obviously if the plant spreads by rhizomes it could be invasive and sometimes why the plant is being offered at the sale. If you are looking for a fast growing ground cover, this is great but if you are looking to fill a hole in your sunny border this is not the plant for you.
- Roll the stem between your fingers. Is it square? All plants in the mint family have a square stem. Take this warning; there is a good chance it will spread over time, some species faster than others.
- Rub the foliage between your fingers. Is there a scent? This is a good way to look for or verify herbs and also a good indicator of deer resistance. Deer tend to shy away from heavily scented perennials and herbs.
- Look for different color foliage. Especially if a plant is not in flower, you know that it will offer other interest in your garden.

Best of all, you are supporting a local organization that is helping to protect and beautify our lives!

SUBARU OFFERS SOME OF THE "GREENEST" CARS AVAILABLE

Many people do not realize that Subaru offers the most fuel efficient All-Wheel Drive vehicle line up in America. Subaru also offers "PZEV" certified vehicles in the Legacy, Outback, and Forester models which stands for "Partial Zero Emissions Vehicle". They are available for sale anywhere in the United States. Subaru PZEV vehicles meet California's Super Ultra-Low Emission Vehicle exhaust emission standard.

Here are a few quick facts:

Subaru PZEV vehicles have 90% cleaner emissions than the "average" new vehicle.

Gasoline vehicles meeting PZEV emissions standards sometimes have even LOWER emissions than hybrid or alternative fuel vehicles!

Subaru PZEV vehicles achieve such tight pollution controls, and the burning of fuel is so complete that in very smoggy urban areas the exhaust out of the tail pipe can actually be cleaner than the air we breathe outside!

Subaru PZEV vehicles are also U.S. Environmental Protection Agency (EPA) Certified Smartway Vehicles

According to the EPA, Outback, Forester, and Legacy are among the cleanest and most fuel efficient vehicles available in the U.S. based on air pollution, greenhouse gas emissions, and overall fuel economy.

Outback, Forester, and Legacy are honored in the EPA's "Green Vehicle Guide"

Much more information can be found at: <http://www.epa.gov/greenvehicles>

contact Hayden@reynolds1859.com or Bob@reynolds1859.com for more information!



Subaru Legacy



Subaru Outback

REYNOLDS' GARAGE AND MARINE INC.: THE GREEN TEAM!

Ever wonder what Reynolds Garage and Marine does to protect and preserve our environment for a better tomorrow?

- All paper is recycled once a week and brought to the Town of Lyme's recycle center.
- All cardboard boxes are recycled weekly at the Town of Lyme recycle center.
- All used ink cartridges are delivered to the Lyme Public Library where they are recycled and the Library receives a small monetary benefit from the cartridges.
- With the computer software system, data is stored electronically savings endless amounts of paper!
- In lieu of mailing holiday greeting cards, we adopt a local family through the Lyme Old-Lyme Social Services and buy gift cards for them with the money we would have spent on holiday cards. In addition to our monetary donation, our staff generously donates necessary items for the adopted family.
- Both Service buildings are heated by a waste oil burning furnace, thus recycling the used car oil.
- All used antifreeze is collected, taken away by an authorized vendor, who then cleans the fluid and it is recycled back to us for use again!
- We try very hard to recycle any used electronics, like faxes, copiers etc that do NOT contain any private or confidential material to local charities in need of these items.
- This past year we contacted Con Serv and had them do an analysis of our lighting in all of our buildings. We made a decision to upgrade our lighting to more energy efficient lighting. There have been substantial savings on our electrical bills and we are conserving energy!

Did you know the Subaru manufacturing plant in Lafayette Indiana recycles and reuses everything; they have a zero landfill status! We have some work ahead of us to keep pace with the Subaru plant, but we try hard every day to think about tomorrow and hope that you do too!